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# Open door

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E. PALMER TANG  
*Minneapolis*

E. PALMER TANG graduated from the University of Minnesota in 1938 and was named the person who had contributed most to the School of Business Administration in that year.

He began work with the Minneapolis Office the same year and has been with the firm continuously except for three years in the army, including one year as a finance officer in Japan.

At the present time Mr. Tang is president of the Minneapolis Chapter of the National Association of Accountants and first vice president of the Minnesota Society of Certified Public Accountants.



## THE OPEN DOOR

**W**E ALL HAVE ABILITIES which, at best, we never fully utilize. As the parable of the talents relates, one person buried his talent and accomplished nothing, while the other two used theirs which grew accordingly.

Our firm has always had men of ability, men of potential, men who can grow. But what transforms a latent ability to useful action? Let's take a few examples. What drives one individual to secure reference material and other useful data to prepare himself for an unfamiliar assignment; to devise a better accounting system which can be invaluable to a client; to spend the "five minutes more" required to uncover a defalcation? What motivates him to pursue a slim lead and perhaps secure a new client or a new engagement from an existing client, what makes him constantly tax-conscious and alert to suggest needed estate planning for family security? Why does he recommend more effective internal controls — thus saving a trusted employee from temptation — or convey a personal touch by seeking opportunities to discuss problems with management, or help an assistant over a rough spot and help him grow in the profession?

Can it be called ingenuity, inquisitiveness, conscientiousness, perseverance, understanding, helpfulness — or is it a desire to excel so compelling that a person is willing to make the sacrifices necessary to extend himself a little farther?

For we as a firm must build on people, people with vision and imagination. Each of us has an untold responsibility — to ourselves, to our families, to our firm and associates, to our clients — to do the best we can, which is better than we may have thought possible. The door is open. A progressive man is never quite aware that a job cannot be done. He is too busy doing it.

*E. Palmer Tang*